

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Extreme Machine & Urethane

Manufacturing Extension Partnership of Louisiana

QuickBooks Training Helps Extreme Machine & Urethane Grow

Client Profile:

Extreme Machine & Urethane, located in Broussard, Louisiana, manufactures CNC machined products, poly urethane molding and fabrication work. Founded in 2003, the company services businesses in the Lafayette and Houston areas and employs six people.

Situation:

Extreme Machine & Urethane owner, Jonathan Roberie, wanted to factor invoices so that the company could achieve growth. When he approached Commercial Capital Lending, a local firm, Roberie was told they could not move forward with factoring until Extreme Machine & Urethane established a standard methodology for bookkeeping. At the time, Roberie was using QuickBooks software, but only for invoicing and not for bookkeeping. He was referred to the Manufacturing Extension Partnership of Louisiana (MEPoL), a NIST MEP network affiliate, for assistance.

Solution:

MEPoL helped Roberie secure project funding assistance from the Louisiana Department of Economic Development's Small and Emerging Business Development (SEBD) program. Once Extreme Machine & Urethane was qualified for the SEBD program, MEPoL third-party consultant, Ed Dauphin of Solutions for Business, Inc., provided Roberie with QuickBooks training over a two-week period. In addition to invoicing, Roberie learned how to use the software for bookkeeping, checking, and as a customer database. SEBD funds paid for half of the project cost.

Results:

- * Received factoring assistance from local lending firm.
- * Increased sales by \$400,000.
- * Retained sales of \$240,000.
- * Invested \$156,000 in new machines.
- * Invested \$6,000 in information systems/hardware.
- * Invested \$90,000 in other areas.
- * Created 5 new jobs.
- * Retained 6 jobs.

Testimonial:

"MEPoL did a great job of coming in here and helping me apply for SEBD funding. When they brought in Ed Dauphin, he did a great job of teaching me everything about QuickBooks and how to make it work for my business. Because of the training, I am now able to factor invoices, which has allowed me to grow my company."

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Jonathan Roberie, Owner